

# Maryland Lottery and Gaming Control Agency

Wes Moore, Governor • John Martin, Director



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TO: Maryland Lottery and Gaming Control Commission  
John Martin, Director

FROM: James Butler, Assistant Deputy Director, Chief of Staff

DEPARTMENTS: Government Relations, Human Resources, and Procurement

DATE: June 14, 2023

SUBJECT: Report for the June 2023 Commission Meeting

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Following is the status update of ongoing topics in Government Relations, Human Resources, and Procurement for June.

## **I. GOVERNMENT RELATIONS MATTERS**

### **1. Legislative Update**

MLGCA Director of Legislation and Policy Development continues to stay engaged with the Governor's Office and General Assembly. On June 8, he attended a meeting held by the Governor's Legislative Office with other legislative liaisons. On June 16, he will attend the Center of Excellence for Problem Gambling's 10th Anniversary Conference to learn more about the State's responsible gambling efforts. Additionally, he is inputting proposed regulations, which were approved by the Commission, into the Maryland Register's Electronic Filing System (ELF) and exploring potential departmental legislation for the next legislative session.

### **2. SWARC Update**

The Sports Wagering Application Review Commission (SWARC) will hold its next virtual monthly meeting on Wednesday, July 19 at 9:00 a.m. See <https://swarc.org/meeting-records/> for more details.

## **II. HUMAN RESOURCES MATTERS**

The Human Resources (HR) Department continues to focus on recruiting for sports wagering positions and backfilling other positions by the June 30 deadline in order for the Agency to meet its targeted vacancy rate reduction. HR staff will be working on their semi-annual training requirements and working with supervisors and managers on completing employee Performance Planning and Evaluation Program (PEPs) before June 30. In addition, the HR is updating the Agency's New Employee Orientation (NEO) process and resuming required training to ensure compliance with DBM and EEO reporting requirements. The Agency achieved a 100% completion rate for designated employees who filed their 2022 disclosure statements by April 30.

## **III. PROCUREMENT MATTERS**

Below are a few major procurement matters that the Agency has in the pipeline:

*RFP for Auditing and Accounting Services for MLGCA (#2022-10):* The primary responsibilities for this Contractor will be to audit, on a monthly basis, the Agency's special-purpose financial statements as well as to audit the Agency's year-end financial statements in accordance with Generally Accepted Accounting Principles (GAAP). Potential offerors submitted proposals in response to the subject RFP, and the RFP Evaluation Committee reviewed the proposals and made a recommendation of the Contract award to SC&H Attest Services, P.C., ("SC&H"), of Sparks, MD. On March 23, the Agency received approval of the Contract from the Commission, and the Contract was submitted to the Department of General Services (DGS) for inclusion on the next available Board of Public Works (BPW) Agenda. There are MBE opportunities under this contract. See <https://www.mdgaming.com/wp-content/uploads/2023/03/Agenda-Item-Commission-Recommendation-Final.pdf> *UPDATE:* The procurement packet has been forwarded to the DGS Office of State Procurement for its final review and inclusion on the Secretary's BPW agenda as an action item.

*RFP for Veterans' Organizations Instant Ticket Lottery Machines (ITLMs) and Related Services:* The ITLM program launched in September 2014, and the current contract expires in February 2024. ITLMs are lottery devices that use animation to display pre-determined play results that generate revenue for the benefit of the Veterans' Organizations and the State of Maryland. The Procurement Director and ITLM Program Manager have been meeting to discuss the existing contract and expectations for a new contract. The Procurement Director has drafted a new RFP, and the initial draft is being internally reviewed and will be circulated amongst other internal stakeholders once completed. Currently, 91 Veterans' Posts in Maryland have ITLMs installed in their locations. There were MBE opportunities under this existing contract, and the Procurement Review Group ("PRG") is scheduled to meet to determine if there will be any changes to the existing MBE / VSBE goals.

*RFP for Advertising, Digital, Web and Social Media Services:* The current contract started in May 2019 and was set to expire on June 30, 2022, but the Agency exercised the one available two-year option, which will expire on June 30, 2024. This RFP is in the initial drafting stages and will encompass three Functional Areas, including creative development and production of advertising and marketing materials, media planning and buying, media post-buy analysis and reconciliation, creation and production of internet web, digital and social media advertising, and other related services. The PRG is scheduled to meet to determine if there will be any changes to the existing MBE / VSBE goals.

*REP for Consulting Services Related to iGaming Operations in Maryland and Other Licensed States (#2023-05).* The Maryland General Assembly's FY24 Budget requires the MLGCA to submit a report on iGaming and authorizes MLGCA to contract with a third party to assist in the completion of a study on iGaming. The report on iGaming will be submitted to the Budget Committees of the General Assembly no later than November 15, 2023. The General Assembly is generally interested in a better understanding of the current regulatory landscape for iGaming, as well as the estimated market in Maryland; the potential economic impact of legal regulated iGaming on Maryland's brick-and-mortar casinos, other gaming venues, and the State Lottery; the experience of other States; methods to transition individuals from the current illegal iGaming market to a legal market in Maryland, and the impact on problem gambling. The Agency does not anticipate there will any MBE opportunities under this contract. *UPDATE:* This RFP was issued on Friday, June 2, and was posted on eMarylandMarketplace Advantage (eMMA) <https://procurement.maryland.gov>, our procurement webpage at <https://www.mdgaming.com/lottery-and-gaming-procurement/#current>, and it was also emailed to specific lottery and gaming consultants and other entities that have the applicable industry code. A pre-proposal conference is scheduled for June 14 at 2:00 p.m..

MBE/VSBE/SBR Activities: A summary of MLGCA's MBE/VSBE participation is attached.